

The Space Congress® Proceedings

2015 (43rd) A Showcase of Space, Aviation,
Technology, Logistics, and Manufacturing

Apr 28th, 8:00 AM

Space & Logistics in Support of the Space Industry: A Real Estate & Logistics Approach

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City of Cocoa, Economic Development

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Fisher, Robin; Junkala, Joan; Richter, Robert; and Walsh, John, "Space & Logistics in Support of the Space Industry: A Real Estate & Logistics Approach" (2015). *The Space Congress® Proceedings*. 5.

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Space & Logistics in Support of the Space Industry

A Real Estate & Logistics Approach

Brevard County District 1 - Commissioner Robin Fisher

City of Cocoa, Economic Development - Joan Junkala

Flagler Global Logistics, Business Development - Robert Richter

Canaveral Port Authority, Port Director - John Walsh



Exploring a New Era



Exploration Tower

- ❖ New Era of Space Contractors – Delivery
- ❖ NASA takes on role of facility – Multi use research
- ❖ Private sector grows innovative service products
- ❖ All of these require first class facilities; buildings, launch capability, support, logistics



“Space” Has Many Global Meanings

- ❖ The traditional meaning in this region is about exploration – rockets, astronauts, telescopes, rovers
- ❖ The four people sitting here today are about another kind of “space”
- ❖ We collectively have been engaged in creating great spaces to work, play, invent, manufacture
- ❖ For your kind of space business to grow – you need our kind of space and business development or you cannot attract first class manufacturers and logistics firms here



Logistics

“Movement of goods from one location to another via various modes of transportation including the planning, pricing, tracking and execution of timely and effective methods”



- ❖ By ship or barge
- ❖ By highway-truck
- ❖ By railroad
- ❖ Intermodal-Partner
- ❖ Launch vehicle
- ❖ Air freight

Supply chain is critical in a Global Economy



Port Canaveral Objectives

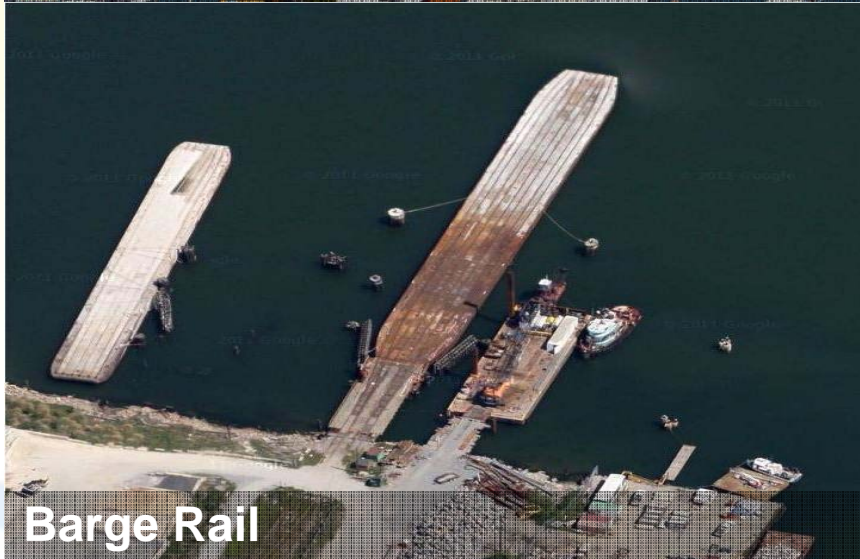
State of the Art Modern and Efficient Methods & Infrastructure



Ship with Containers



Railroad with Container Cars



Barge Rail



Warehouse - Trucking

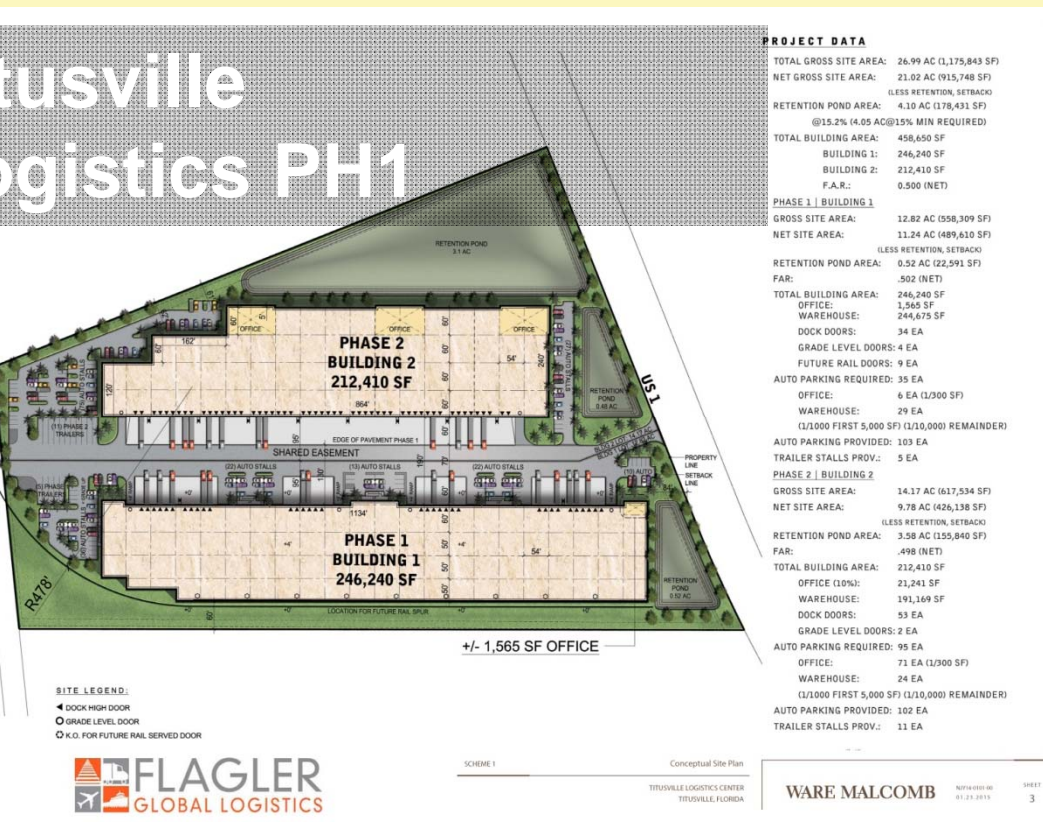
524 Business & Logistics Center

Our Objectives

- ❖ 524 Business & Logistics Center at I-95; 270 acres with 4 million SF class A 36'+ clear bay and 1 million SF class A office park with hotel, restaurant, gas and LNG, CNG fuel and convenience center



Titusville Logistics PH1



❖ Titusville Logistics Phase 1 – 242,000 SF 30' clear high bay warehouse and logistics center with rail spur, close to barge, and easy access

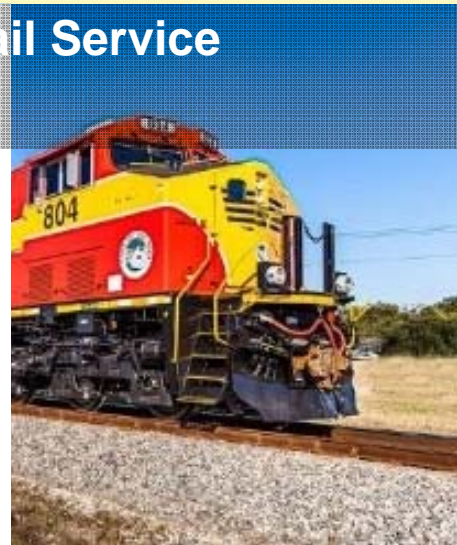
We can be very competitively priced on offices, warehouses and logistics approach to earn new customers

On Port Focus to Support the Region

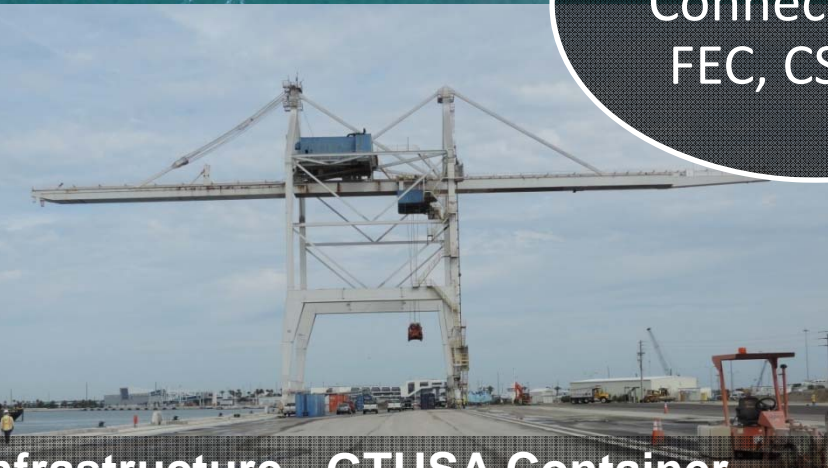
Deep Water – Move to 46'- 47"
Going to 60'—55' in three phases



Connectivity – Rail Service



On Port Rail
Connection to
FEC, CSX, NS



Infrastructure – CTUSA Container

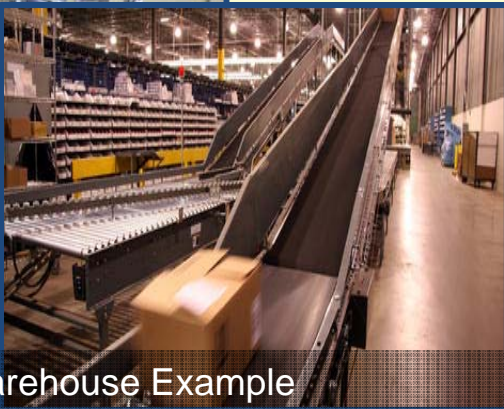
Ship Line Relationship

Diversify Our Region...

Diversify Existing Business Lines Plus Focus on Logistics Business



Robotics Logistic Warehouse Example



High Tech Manufacturing Auto Plant Example

- ❖ Central is Key – 3½ hours from every major Florida __
- ❖ Within 8 hours in 85 million people
- ❖ Warehouse – Distribution, Assembly, Repair, Packaging – 3PL - BCO's

Draw diverse manufacturers into
Brevard-Orange Counties:

Boats-Autos-Trucks-Heavy
Equipment-Yachts-Energy-Food
Process-Sensors-Medical &
Biotech-Simulation-Aerospace-
Automated Systems



North Side High-Bay Warehousing & Vacant Land



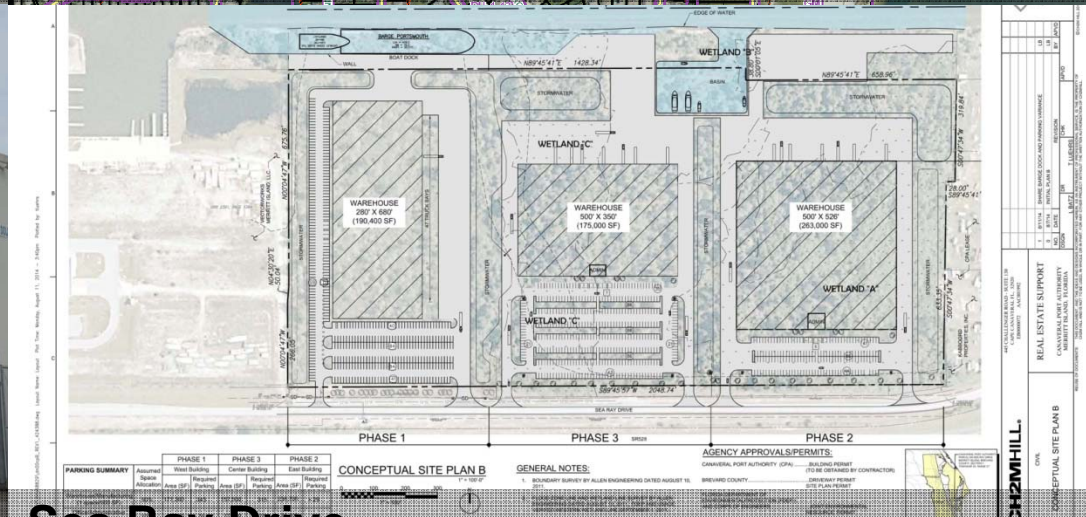
Marlin St.
able Warehouse



Dolphin St



SR528-Sea Ray Dr / 47± Acres
Industrial / Commercial Vacant Land



How do we move to a Diverse Economy

- ❖ We acknowledge we can do better
- ❖ Create strong business development programs to valid markets to compete to close deals
- ❖ Public-Private Joint ventures create stronger projects
- ❖ Fast permits, cut regulation, special districts cooperation and business friendly environment
- ❖ Enterprise Florida and Governor Scott push to sell Florida – domestically and internationally
- ❖ County – City – Port – Developers growing together to target industries and clusters
- ❖ Combine first class community and first class teams – We will draw amazing companies here.

Commissioner Robin Fisher

Brevard County District 1





ORTH BREVARD ECONOMIC DEVELOPMENT ZONE

A miniature model of a scene from the fairy tale 'The Sleeping Giant'. A large, white, sack-like figure representing the sleeping giant lies on a red cloth on the ground. Several small toy soldiers in red uniforms and black hats stand around the giant. Two toy horses are also present. In the foreground, three small figures are visible, one of whom is holding a long stick. The scene is set on a sandy surface with a wooden fence in the background.

A SLEEPING GIANT

INFRASTRUCTURE, PEOPLE, AND OPPORTUNITIES EXIST

DIVERSIFICATION



ARGO



COMMERCIAL SPACE



LIQUEFIED NATURAL GAS



ADVANCED MANUFACTURING/LOGISTICS



A photograph of four people (three men and one woman) standing on a stage. The man in the center is speaking into a microphone. The woman on the right is smiling. In the background, a banner is visible with the text "IN INTERNATIONAL CONTRA" and "AND A FOCUS ON...".

RELATIONSHIP FOCUSED

REGIONALLY AND INTERNATIONALLY



THE RIGHT TOOL

ECONOMIC DEVELOPMENT ZONE - TO ENCOURAGE CAPITAL INVESTMENT





HOW DOES IT WORK?



LIKE A T.I.F.

T WITH A TWIST – NEW CONSTRUCTION ONLY FOR FIRST 5 YEARS



IMPACT? CONSIDER THIS ...

- Countywide new construction FY 2011/12 - \$210 million
- Zone new construction FY 2011/12 - \$3.7 million
- Zone new construction impact today - \$800 million

ZONE REVENUE PROJECTION

- FY 2011/12 - \$15,000
- FY 2012/13 - \$15,000
- FY 2013/14 - \$66,000
- FY 2014/15 - \$3 M
- FY 2015/16 - \$66,000
- FY 2016/17 - \$3 M

D, WHAT WILL THE ZONE DO?



A horseshoe magnet is shown, oriented horizontally. The magnet has a red outer coating and a grey, textured inner core. The red coating is slightly worn, revealing the grey core in some areas. The magnet is resting on a plain white surface. A semi-transparent dark grey banner is overlaid across the middle of the magnet, containing white text.

IDING IN BUSINESS ATTRACTION

WIDENING OF I-95

6-laning of I-95 accelerated by 4 years

ILA between Brevard County & North Brevard Economic Development Zone created the Space Coast Infrastructure Agency

No risk to revenues or credit ratings for Brevard County or the NBEDZ

30 miles of interstate widened from 4 to 6 lanes - Garden Street in Titusville to State Road 44 in New Smyrna

Completing the 73 mile Brevard County stretch

A photograph of the Miracle City Mall building, a large, single-story structure with a prominent 'M' shaped sign on its facade. The sign reads 'Miracle City Mall'. To the left of the building is a tall palm tree. In the foreground, there is a yellow fire hydrant and a small sign on the ground. The sky is overcast.

REDEVELOPMENT

MIRACLE CITY TOWNE CENTRE



Estimated Impact:
\$51 M Developer Investment
36 direct, full time retail jobs/\$10.4M payroll
20 medical positions / \$12.4M payroll
Multiplier effect another 428 jobs in community





\$250M Liquefied Natural Gas “LNG” production and distribution plant

Intend to be open for operation mid-2016

Next closest Macon, GA

Trucks, Cargo Ships, Water Pumps, Generators & Rocket Fuel

**FECI chose Titusville because *“it is at the center of a growing
aero-space industry; is near Port Canaveral;***

has a “business-friendly” climate;

has a supply of skilled high tech workers:



PROJECT EAGLE

High tech company 150 jobs

Spaceport Commerce Park

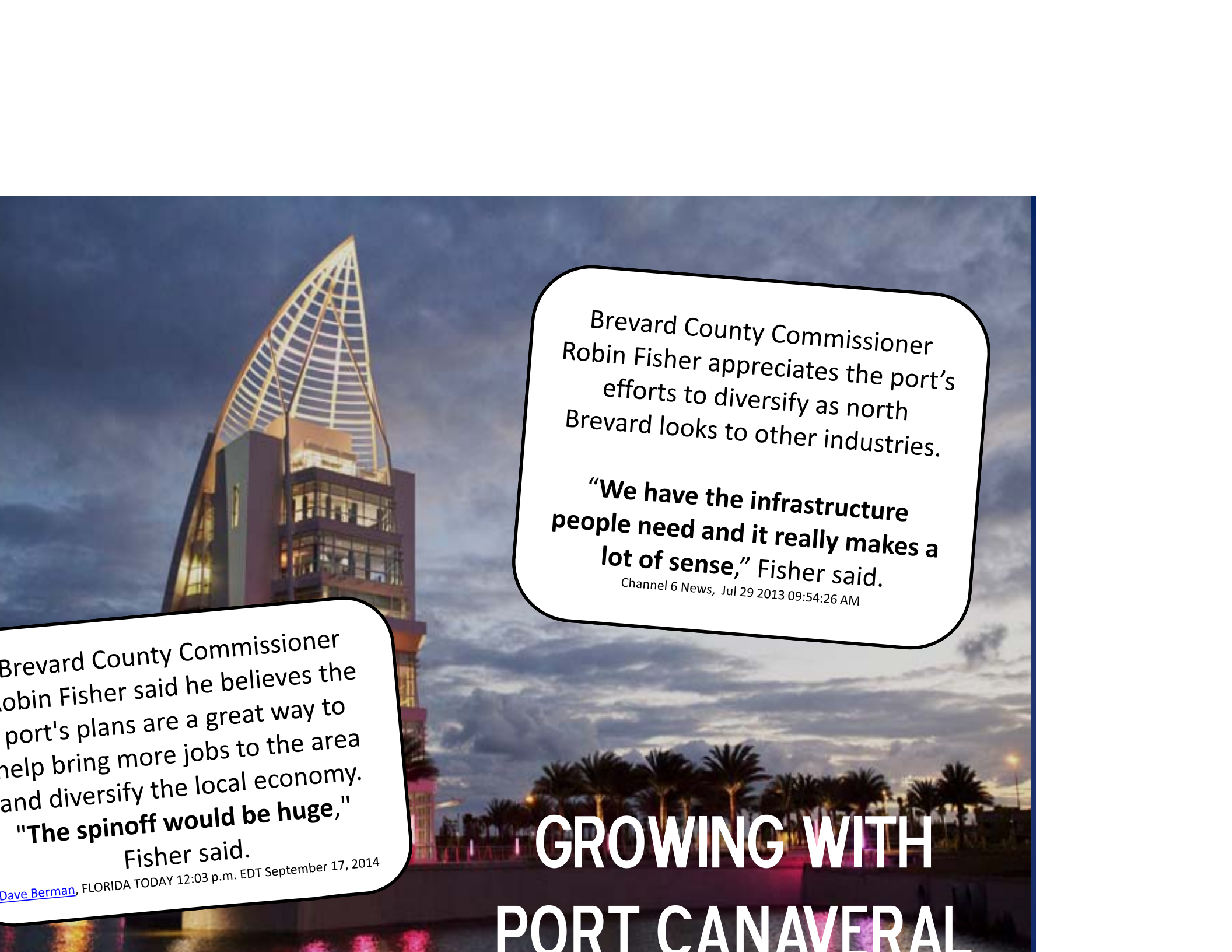
\$3.5M private capital investment

Publicly traded company 5,000+ employees

More than 20 year history

\$48,000 average salary

Future expansion



Brevard County Commissioner Robin Fisher said he believes the port's plans are a great way to help bring more jobs to the area and diversify the local economy. **"The spinoff would be huge,"** Fisher said.

[Dave Berman](#), FLORIDA TODAY 12:03 p.m. EDT September 17, 2014

Brevard County Commissioner Robin Fisher appreciates the port's efforts to diversify as north Brevard looks to other industries.

"We have the infrastructure people need and it really makes a lot of sense," Fisher said.

Channel 6 News, Jul 29 2013 09:54:26 AM

GROWING WITH PORT CANAVERAL

Joan Junkala

City of Cocoa, Economic Development



City of Cocoa

- Office of Economic Development is a division of the Community Services Department.
- Economic Development staff works to ensure all projects move forward seamlessly and timely.
- Quick Response Team – Economic Development, Building Division, Planning & Zoning, Utilities, Public Works, Fire



Expedited Permitting

- Cocoa is S.N.A.P. certified community by the EDC of Florida's Space Coast
- Open for Business certified by Central Florida Partnership
- Competitive Building Permit Fees – April 2013, City Council approved a more competitive and streamlined fee schedule.



Economic Development Programs

- Economic Development Incentive Fund
 - Job Creation
 - Utilities Improvements
- Cocoa Ad Valorem Tax (AVT) Abatement
 - Can be combined with Brevard County's AVT Abatement program
- Small Business Assistance Program
 - Workforce Training
 - Improvements to Public Right-of-Way
- Façade Grants
 - 50/50 Matching Grants available in Cocoa's community redevelopment areas
- PRO Business
 - Site visitation, workshops/seminars, technical assistance and resources, online business directory, monthly business spotlight



State & Federal Programs

- Foreign Trade Zone (FTZ)
 - Tate Industrial Park
- Enterprise Zone #501
- HUBZone
 - 6 certified businesses
- Brownfields Program
 - Cocoa was a Brownfield grant recipient in 2003, 2005, and 2009. Application has been submitted for 2015 award.



Location, Location, Location

- Centrally located in Brevard County and the state
- Proximity to Port Canaveral and three airports (Orlando, Melbourne, Daytona)
- Access: SR 520, SR 528, I-95, U.S. 1
- Gateway to Cocoa Beach, and minutes from Kennedy Space Center and other local attractions



Development Opportunity

- Cocoa-Grissom Industrial Area
 - Vacant developable industrial land
 - Minutes from Port – poised for trade opp
 - Manufacturing/Warehouse/Distribution
- Port Canaveral purchases 270 AC
 - Big-box warehouse/distribution space
 - Class A Professional Office space
 - Commercial space available



Project Announcements

The City is seeing an increase in activity!

- Erdman Motors annexation
- Tractor Supply locates in Byrd Plaza
- Influx of new restaurants: Sugar Shack Donuts, Krispy Krunchy Chicken, vegan concept
- Parkside Place redevelopment nearing completion



Quality of Life

- ▶ Cocoa Village – thriving quaint downtown
 - Redevelopment of 4 AC on Florida Avenue
 - Brevard Avenue Brownstones
- ▶ New single-family housing development
 - Emerald Lakes, Adamson Creek
- ▶ Education: Elementary to Post-Secondary without leaving the city
- ▶ Road Widening and streetscaping projects
 - U.S. 1, Florida Ave, Peachtree St, Harrison St
- ▶ Waterway amenities and projects
 - Pedestrian connector, mooring field, fishing pier



Robert Richter

Flagler Global Logistics, Business
Development





*CONNECTING THE WORLD BY **LAND, SEA & AIR***



HISTORY

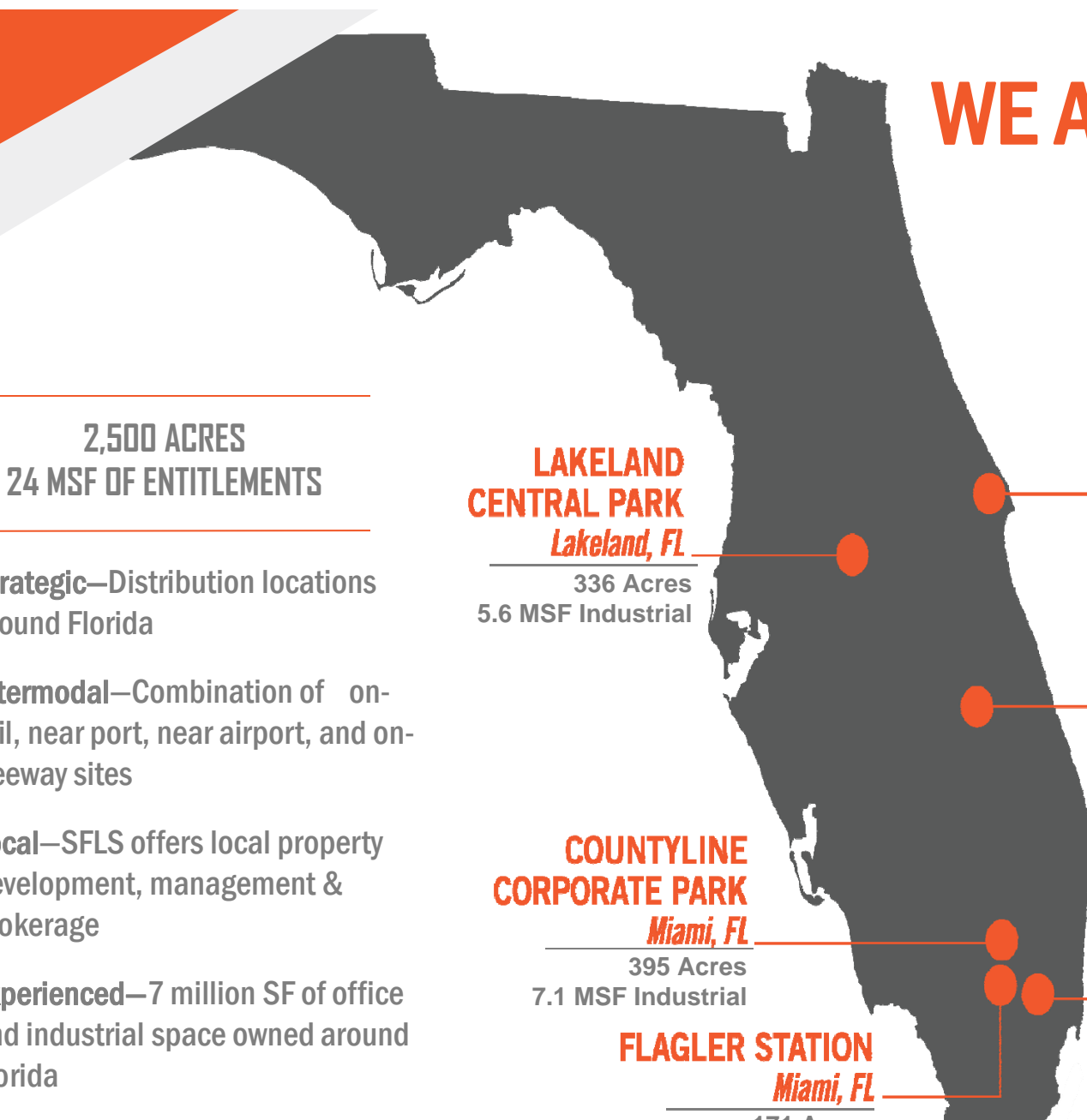
PROVEN FOR MORE THAN A CENTURY.

Founded in 1892 by Henry M. Flagler, an American pioneer who developed dozens of resorts along Florida's east coast and his Florida East Coast railway system to transport visitors. His rail line stretched 351 miles from Jacksonville to Miami and eventually Key West. This essential infrastructure helped to and supported the major agricultural and commercial boom that took place in Florida in the early 1900s.

While expanding his railroad, Henry amassed a significant portfolio of Florida land, which laid the foundation for our real estate company.



WE ARE FLORIDA



2,500 ACRES
24 MSF OF ENTITLEMENTS

Strategic—Distribution locations
around Florida

Intermodal—Combination of on-
ramp, near port, near airport, and on-
ramp sites

Local—SFLS offers local property
development, management &
brokerage

Experienced—7 million SF of office
and industrial space owned around
Florida

**LAKELAND
CENTRAL PARK**
Lakeland, FL
336 Acres
5.6 MSF Industrial

**TITUSVILLE
LOGISTICS CENTER**
Titusville, FL
188 Acres
2.9 MSF Industrial

**ST. LUCIE
DISTRIBUTION CENTER**
FT. PIERCE, FL
192 Acres
2.8 MSF Industrial

**COUNTYLINE
CORPORATE PARK**
Miami, FL
395 Acres
7.1 MSF Industrial

FLAGLER STATION
Miami, FL

**SOUTH FLORIDA
LOGISTICS CENTER**
Miami, FL
143 Acres
2.2 MSF Industrial

TITUSVILLE LOGISTICS CENTER

229 ACRES / 2.9 MSF INDUSTRIAL

W of US-1 & Golden
Knights Blvd.

million SF

County / Brevard

Submarket / Titusville

Location / US-1 &
Golden Knights Blvd.

229 Acres / 229

Warehouse & Logistics
Entitlements / 2.9



TITUSVILLE LOGISTICS CENTER

ACRES / 2.9 MSF INDUSTRIAL

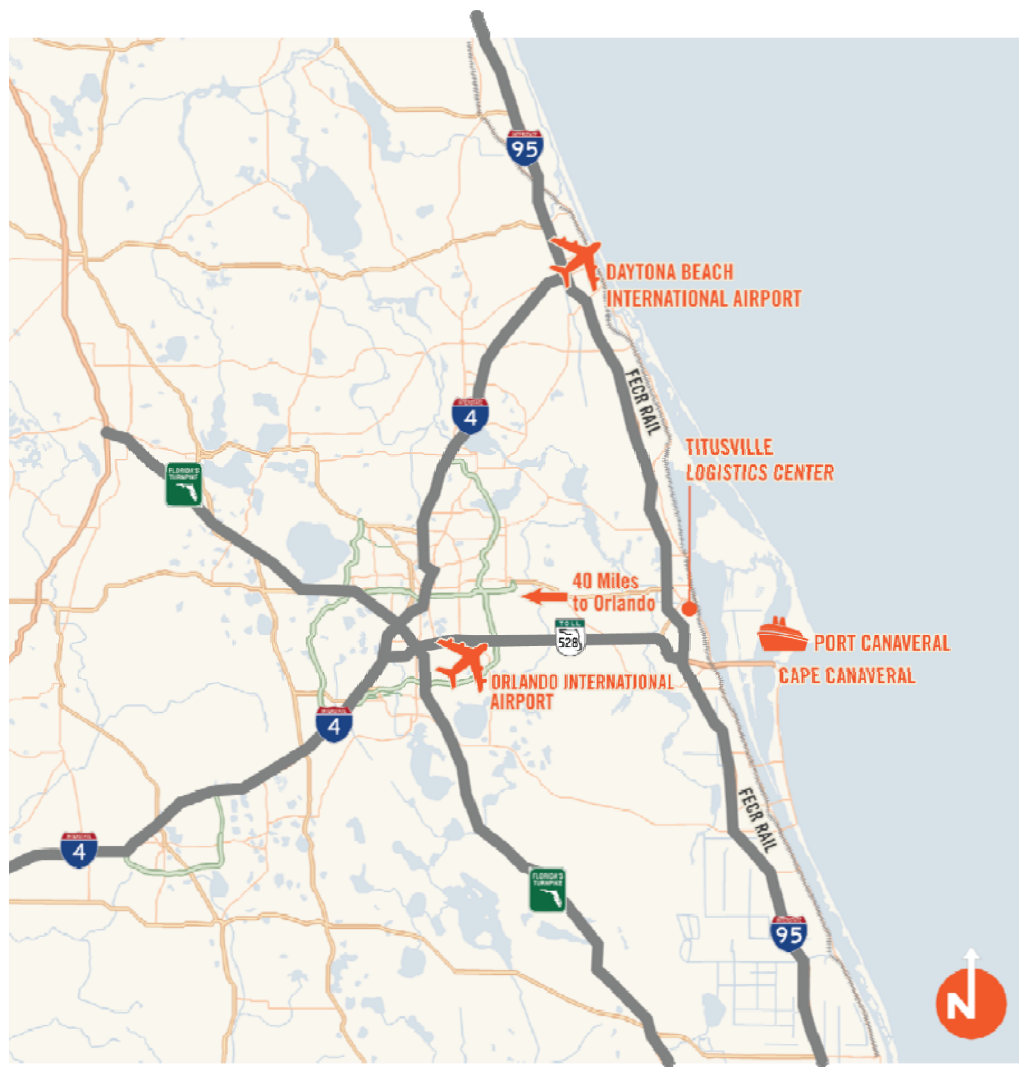
W of US-1 & Golden Knights Blvd.
County / Brevard

Submarket /
Titusville

Location / US-1 &
Golden Knights Blvd.

Cross Acres / 229

Warehouse &
Logistics Entitlements
/ 2.9 million SF



CLASS-A WAREHOUSE DEVELOPMENT





**We look forward to working
together toward our mutual
success.**



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While you focus on Space – we and our other key partners can focus on making sure you have the space to invent, design, engineer, fabricate, manufacture, assemble, fuel, control, finance, blast off, track, recover, restore, maintain, and lobby for.....

And, whatever you do...

We can get your raw materials
and finished goods delivered!



How Do You Benefit?

- ❖ Low land cost and competitive labor allows lower rents
- ❖ New high bay and first class space allows high tech applications and processes to be accommodated
- ❖ Lower cost of supply chain allows you to better compete
- ❖ Strong logistics systems and strong pro business environments attract major companies into a region
- ❖ Major companies like to buy from local suppliers

Let us know how we can assist you!

